

FAS-930  
(05-21-04)U.S. DEPARTMENT OF AGRICULTURE  
Foreign Agricultural ServiceTRADE ADJUSTMENT ASSISTANCE (TAA) FOR FARMERS  
PETITION FOR CERTIFICATION AND ELIGIBILITY FOR A GROUP OF PRODUCERS

**NOTE:** The following statement is made in accordance with the Privacy Act of 1974 (5 USC 552a) and the Paperwork Reduction Act of 1995, as amended. The authority for requesting the following information is the Trade Adjustment Assistance for Farmers, (Pub. L. 107-210). The information will be used to determine program eligibility. Furnishing the requested information is voluntary. Failure to furnish the requested information will result in denial of program benefits. This information may be provided to other agencies.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0551-0040. The time required to complete this information collection is estimated to average 6 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. **Completed petition must be submitted by January 31 and faxed or emailed or mailed to addresses listed below.**

Deadline for petition submission is January 31 by one of the following methods:

## FAX

(202) 720-0876

or

## EMAIL

trade.adjustment@fas.usda.gov

or

## ADDRESS

U.S. Department of Agriculture  
Import Policies and Programs Division/FAS  
1400 Independence Ave., S.W.  
Stop 1021  
Washington, DC 20250-1021

|  |  |   |                      |
|--|--|---|----------------------|
| 1. Name of Authorized Representative or Primary Contact<br>Adin A. Hester                                    |  | 2. Name and Business Address (Including City, State, and Zip Code)<br>Olive Growers Council<br>121 East Main 7 Suite 2<br>Visalia, CA 93291 |                      |
| 3. Telephone Number (Including Area Code)<br>559-734-1710  |  |   |                      |
| 4. Fax Number (Including Area Code)<br>559-625-4847  |  | 5. E-Mail Address<br>adin@goldstate.net   |                      |
| 6. This petition is made on behalf of the following producers: (Use separate sheet for additional producers) |  |   |                      |
| A.<br>Name of Producers  | B.<br>Mailing Address  | C.<br>Telephone No.<br>(Including Area Code)  | D.<br>E-Mail Address |
|  | ██                               |   |                      |
|  | ██<br>2004 OLIVE GROWERS COUNCIL |   |                      |
|  | ██<br>MEMBERSHIP LIST            |   |                      |
|  |  |   |                      |

## 7. COMMODITY INFORMATION:

|  |  |   |            |
|--|--|---|------------|
| A. Description of the raw (excludes processed) agricultural commodity:<br>(e.g., fresh raspberries)  |  | B. Competing Imported Commodity's Harmonized Tariff Schedule (HTS) Number (HTS can be found at: <a href="http://www.usitc.gov/affairs.htm">http://www.usitc.gov/affairs.htm</a> ) |            |
| FRESH TABLE OLIVES   |  | 2005705030  | 2005706030 |
|  |  | 2005705060  | 2005706050 |
|  |  | 2005706020  | 2005706060 |
| C. This petition is for the most recent marketing year for the commodity beginning in <u>8-1-03</u> and ending <u>7-31-04</u><br>(month/year) (month/year)   |  |   |            |
| D. Check whether the certification is to cover a commodity produced nationally or in an "impacted" area (state or states):<br><input type="checkbox"/> National <input checked="" type="checkbox"/> State(s) (list): <u>CALIFORNIA</u> |  |   |            |

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8. If Item 7D "National" is checked, provide the national average annual price for the most recent marketing year and the 5 preceding marketing years. If Item 7D "State(s)" is checked to indicate that the petition is for an impacted area, provide the relevant average price for the most recent marketing year and the 5 preceding years, and specify the months being averaged if the price is for less than 12 months (seasonal price).

**NOTE: Use Official data if available.** The Department's National Agricultural Statistical Service (NASS) has national price data available for many raw agricultural commodities. That information can be found at: [www.usda.gov/nass](http://www.usda.gov/nass). You must state the source of your price data. If you do not use official data, you must provide contact information for verification purposes and supporting documentation to show how your price was calculated.

| A.<br>Marketing Year   | B.<br>Average Annual Price        |                                 |                                |                                 |                                 |
|--|-----------------------------------|---------------------------------|--------------------------------|---------------------------------|---------------------------------|
| Most recent:<br><b>2003</b>  | <b>\$ 431.71</b>                  |                                 |                                |                                 |                                 |
| Provide prices for the 5 years prior to the most recent marketing years. Beginning with the most recent. | C.<br>5-Year Average Annual Price |                                 |                                |                                 |                                 |
|  | 1 Year ago<br><b>\$621.49</b>     | 2 Years ago<br><b>\$ 696.49</b> | 3 Years ago<br><b>\$721.99</b> | 4 Years ago<br><b>\$ 457.78</b> | 5 Years ago<br><b>\$ 490.00</b> |

9. Basis for request for adjustment assistance. Please explain or attach any documents, which show how increased imports have affected the national price of your product during the most recent marketing year. In your description include any other factors which may also have contributed to lower producer prices.

Please Refer To Attached **Drive**  
**And Supporting Documentation**  
**With Explanations.**

0.\*      0.\*      621.49+      721.99+      457.78+      490.+      =      2987.75\*      2987.75÷      5.=      597.55\*      597.55X      0.8=      478.04\*      478.04-      431.71=      46.33\*      46.33X      0.5=      23.165\*      n.\*

10A. SIGNATURE OF AUTHORIZED REPRESENTATIVE  
OR PRIMARY CONTACT

*Chris Lester*

10B. TITLE

PRESIDENT

10C. DATE SIGNED

12/27/04



December 28, 2004

Foreign Agricultural Service  
Division of Import Policies and Programs, USDA  
1400 Independence Ave. S.W.  
STOP 1021  
Washington, D.C. 20250-1021

Attention: Jean-Louis Pajot

To Whom It May Concern:

The Olive Growers Council of California is respectfully re-submitting this petition to include the California olive industry under the Trade Adjustment Assistance Program for California olive growers. This petition submitted in 2003 was denied.

### **Background**

The California olive industry completed the 2003-04 harvest season, one of the worst seasons since 1978 with respect to grower returns per acre at the farm gate. This is the result of inventory buildup thanks to increased foreign imports that continue to eat away at California's share of the domestic market. The 2003 harvest season began with a 10 month supply in industry warehouses. With production of 108,000 tons, an additional 14 months was added to give a total of 24 months inventory.

Based on current figures, the California industry supplies the U.S. market with 59.88 % of black ripe olives while Spain and Morocco supply 40.12 %. This represents a three percent increase in imports over the previous marketing year in spite of the Euro strength against the U.S. dollar.

Spain with their EU subsidies are the largest exporter of black ripe olives: 33,356 tons (52 %) to the U.S. with Morocco in second position at 17,715 tons (28 %); miscellaneous countries contribute 10,364 tons (16 %); and Mexico delivered 2603 tons (4 %) for the recently completed 2003-2004 marketing year ended July 31, 2004. These figures represent gross farm gate tons. (See explanation of "Grower Tons" import report).

Therefore, to summarize the completed 2003-2004 U.S. domestic marketing year, California sold 95,964 tons of black ripe olives as compared to imports of 64,038 tons.

The above figures are prepared and reported by the California Olive Committee, Fresno, California and the U.S. Customs Service, Washington, D.C. All figures represent the completed marketing year ended July 31, 2004.

The California olive farming community has suffered and continues to suffer because of foreign imports that continue to displace domestic grown black ripe olives. It should also be noted that the above figures do not include the market dominance of Spain's green olive business. They have controlled the U.S. green stuffed olive market for Spanish style olives since the early 1980's when California conceded the market because Spain consistently sold their olives at prices well under California prices. And now they are operating the same way as their subsidized olives sell under what domestic growers and processors need to be profitable.

It is no secret the European Union gives Spain billions of dollars to support their olive industry which translates to roughly a \$150 per ton subsidy to their growers.

### **Long Term Economic Impact**

Throughout the late 1970's and 1980's, California's olive producing acres had grown to some 43,000 acres. This figure is now less than 30,000 acres. When inventories began to build, growers took the only action they could - they began to push out olive trees to adjust to market demand. Unfortunately, they are still removing trees much to the delight of foreign competition. As sales of black ripe olives continues to grow with increased usage from all sectors including retail and food service, California watches as subsidized foreign competition continues to displace domestically grown olives.

Recently the two remaining major olive processors in California informed growers they would no longer purchase two olive varieties - Mission and Ascolano, which represents over 3000 acres of producing trees. With a combination of cancelled contracts, low 2003 field prices and the refusal to buy certain olive varieties, the industry is now down to less than 30,000 acres.

California growers have also watched field prices spiral downward, dropping from a high of over \$700 per ton in crop year 2000 to \$432 per field ton in 2003, down nearly 40 % from the 2000 high.

Processors continue to fight for market position as foreign, subsidized olives sell at \$6 - \$8 per case under California. In fact, the current wholesale market prices are below cost of production for domestic processors. According to one major food distributor, they promote foreign olives because they are so much less expensive than California. This results in California losing sales which causes inventories to back up which then impacts growers as processors save on raw product by taking away from the farmer. Thanks to unfair foreign competition, the California olive farmer is being required to shoulder most of the financial burden as processors watch the goods and services they purchase continue to escalate. The farmer is the only place they can save on cost.

### **Grower Production Cost**

Current cash cost to produce an acre of olive in California is now up to \$1200 per acre. The University of California suggests the cost is closer to \$1400 per acre not including

harvest. Further, it should be noted these cost figures do not reflect charges for overhead, taxes or debt service. Harvest cost will add another \$300 + per ton. Assuming an average yield of 4 tons in 2003, the math works out as follows:

|                                     |                    |
|-------------------------------------|--------------------|
| <b>Cost to Produce One Acre</b>     | <b>\$ 1200</b>     |
| <b>Harvest Cost: 4 tons @ \$300</b> | <b><u>1200</u></b> |
| <b>Total Cost / Acre</b>            | <b>\$ 2400</b>     |

**Gross Income @ \$432 / Ton \$1728**

**Net Loss Per Acre (\$ 672 )**

This example simply translated suggest that an average family farmer with 30 acres of olives lost approximately \$20,000 on his 2003 olive crop. With losses of this magnitude, growers question their future and the future of the olive industry in California. They wonder how to pay for fertilizer, fruit fly spray and scale sprays. How do they make mortgage payments, pay taxes and the other cost of growing olives ?

As mentioned earlier, with foreign suppliers now enjoying over 40 % of the domestic market, growers are concerned that California's share will continue to erode. With the European Union continuing to subsidize their growers, processors and shippers, the domestic industry will continue to suffer untold hardship. Growers, without adequate cash flow ( losing \$672 per acre) have begun to stop good farming practices, abandon olive groves or replace olive trees with other permanent crops. This is both sad and tragic. California developed the black ripe olive process in the early 1900's when Mrs. Freida Ehmann, Oroville, CA., worked in concert with the University of California Food Technology Department at Davis to invent the process. From that time forward, growers have produced, processed and promoted the California black ripe style olive to a point where the industry was selling well over 100,000 tons per year. Now, thanks to subsidized imports from the EU coupled with third world countries who do not have the same rules and regulations that govern good manufacturing practices as required by state and federal regulations, California continues to lose market share.

It is our request that the California olive farmers be allowed to participate in the current Trade Adjustment Assistance Program. Olives are an "endangered commodity" and desperately need financial assistance for the 2003 olive crop. May I also point out that the University of California Agricultural Issues Center conducted a study in June 2004 analyzing the Trade Adjustment Assistance Program and California Commodities for 2002, 2003 and 2004. For the 2003 crop year, it supports the significant price drop in the 2003 olive crop as compared to the previous 5 years. Olives are also noted as being a commodity that experienced higher 2003 import volume than the 1998 - 2002 import volume. See the attached exhibit.

#### **Supporting Documentation Attached**

|   |                         |
|---|-------------------------|
| California Olive Committee Sales Report @ 7-31-04               | Exhibit Two             |
| U.S. Customs Import Data for 12 months ending 7-31-03           | Exhibit Three           |
| U.S. Total Black Ripe Olive Sales vs. Imports @ 7-31-04         | Exhibit Four            |
| U.S. Total Ripe Olive Sales: % Gain / Loss Domestic vs. Imports | Exhibit Five            |
| Table Olive Production by Country                               | Exhibit Six             |
| Spanish Table Olive Production 1993 - 2004                      | Exhibit Seven           |
| California Table Olive Production 1974 - 2004                   | Exhibit Eight           |
| 2003 Final Farm Gate Value Per Ton of Olives                    | Exhibit Nine            |
| California Olive Receipts Final Report for 2003                 | Exhibit Ten             |
| California Olive Prices for 2000, 2002 & 2003                   | Exhibits Eleven A, B, C |
| Olive Grove Well Farmed   | Exhibit 12              |
| Olive Grove Not Properly Farmed                                 | Exhibit 13              |
| Olive Grove Abandoned & Not Harvested                           | Exhibit 14              |
| Olive Groves Pushed and Destroyed                               | Exhibit 15              |

On behalf of the members of Olive Growers Council and the California olive industry, we are submitting for approval, this request for certification of eligibility under the requirements of the Trade Adjustment Assistance for Farmers program.

We respectfully await your decision of this request.

Sincerely,

A handwritten signature in black ink, appearing to read 'Adán A. Hester', with a long horizontal flourish extending to the right.

Adán A. Hester, President

Table 2. 2003 prices compared to average 1998-2002 prices

| Crop                     | Marketing year or marketing season | Units  | Average price, 1998-2002 | 2003 price | 2003 price as percentage of average price, 1998-2002 |
|--------------------------|------------------------------------|--------|--------------------------|------------|--|
| Alfalfa Hay              | May-April                          | \$/ton | 92.2                     | 98.0       | 106.2  |
| Almonds                  | [8/5-11/15]                        | \$/cwt | 105.0                    | 142.0      | 135.2  |
| Apples*                  | June-May                           | \$/lb  | 0.15                     | 0.19       | 130.0  |
| Apricots*                | [5/25-8/20]                        | \$/ton | 359.4                    | 355.0      | 98.8   |
| Artichokes               | Jan.-Dec.                          | \$/cwt | 65.6                     | 73.4       | 111.9  |
| Asparagus, fresh*        | [1/1-10/31]                        | \$/cwt | 123.0                    | 116.0      | 94.3   |
| Asparagus, proc.*        | Jan.-Dec.                          | \$/ton | 1142.0                   | 1170.0     | 102.5  |
| Avocados*                | [11/1-10/31]                       | \$/ton | 1,784.0                  | n.a.       | n.a.   |
| Barley                   | June-May                           | \$/bu  | 2.2                      | 2.9        | 129.9  |
| Bell Peppers             | Jan.-Dec.                          | \$/cwt | 31.1                     | 30.6       | 98.4   |
| Broccoli, fresh*         | Jan.-Dec.                          | \$/cwt | 28.8                     | 32.5       | 112.9  |
| Broccoli, proc.*         | Jan.-Dec.                          | \$/ton | 362.8                    | 403.0      | 111.1  |
| Cantaloupes              | [5/1-11/30]                        | \$/cwt | 17.8                     | 16.7       | 93.7   |
| Carrots                  | Jan.-Dec.                          | \$/cwt | 15.6                     | 19.1       | 122.3  |
| Cauliflower              | Jan.-Dec.                          | \$/cwt | 31.3                     | 32.7       | 104.5  |
| Celery                   | Jan.-Dec.                          | \$/cwt | 14.0                     | 13.6       | 97.0   |
| Cherries*                | [5/1-8/15]                         | \$/ton | 1,260.0                  | 1,390.0    | 110.3  |
| Cotton, Pima             | Aug.-July                          | \$/lb  | 0.90                     | 1.15       | 127.9  |
| Cotton, Upland           | Aug.-July                          | \$/lb  | 0.46                     | 0.63       | 137.2  |
| Dairy                    | Jan.-Dec.                          | \$/cwt | 13.9                     | 12.5       | 90.2   |
| Garlic*                  | July-June                          | \$/cwt | 30.4                     | 23.7       | 77.9   |
| Grapes, table*           | [5/25-4/30]                        | \$/ton | 568.4                    | 619.0      | 108.9  |
| Grapes, wine             | [8/1-12/15]                        | \$/ton | 517.4                    | 491.0      | 94.9   |
| Grapefruit               | Sept.-Aug.                         | \$/box | 5.3                      | n.a.       | n.a.   |
| Lemons                   | Aug.-July                          | \$/box | 12.5                     | n.a.       | n.a.   |
| Lettuce, head            | Jan.-Dec.                          | \$/cwt | 17.2                     | 18.2       | 105.9  |
| Nectarines               | [6/10-8/31]                        | \$/ton | 425.4                    | 436.0      | 102.5  |
| Olives*                  | Aug.-July                          | \$/ton | 552.8                    | 426.0      | 77.1   |
| Onions*                  | Jan.-Dec.                          | \$/cwt | 11.7                     | 15.0       | 127.8  |
| Oranges, Calif. navel    | [11/1-6/15]                        | \$/box | 12.7                     | n.a.       | n.a.   |
| Oranges, Calif. Valencia | [3/15-12/20]                       | \$/box | 10.9                     | n.a.       | n.a.   |
| Peaches, freestone*      | [6/1-9/30]                         | \$/lb  | 0.20                     | 0.19       | 97.3   |
| Peaches, clingstone*     | [7/1-9/30]                         | \$/lb  | 0.12                     | 0.11       | 90.9   |
| Pears*                   | [7/1-4/30]                         | \$/ton | 281.6                    | 306.0      | 108.7  |
| Pistachios               | Sept.-Oct.                         | \$/cwt | 109.6                    | 115.0      | 104.9  |
| Plums                    | [5/25-9/30]                        | \$/ton | 416.4                    | 418.0      | 100.4  |
| Potatoes                 | Jan.-Dec.                          | \$/cwt | 6.0                      | 5.9        | 97.2   |
| Prunes*                  | [8/1-4/30]                         | \$/ton | 785.6                    | 730.0      | 92.9   |
| Raisins                  | Sept.-May                          | \$/ton | 222.4                    | 176.0      | 79.1   |
| Rice*                    | Aug.-July                          | \$/cwt | 5.8                      | 7.3        | 124.3  |
| Strawberries*            | Jan.-Dec.                          | \$/cwt | 67.8                     | 63.9       | 94.2   |
| Tomatoes, fresh*         | May-Nov.                           | \$/cwt | 30.9                     | 37.0       | 119.8  |
| Tomatoes, proc.          | Jan.-Dec.                          | \$/ton | 62.7                     | 58.6       | 93.4   |
| Walnuts                  | [9/15-12/31]                       | \$/ton | 1,075.2                  | n.a.       | n.a.   |
| Wheat                    | June-May                           | \$/bu  | 2.8                      | 3.4        | 118.9  |

\* Commodities that experienced higher 2003 import volume than the 1998-2002 average import volume

Note: Prices for certain commodities were not available at the time of writing. Those are marked by n.a.

## Consecutive Sales - 12 Months Ending July 31, 2004

| Ripe Whole         | 6 No. 10s | 24 No. 300s | 24 Buff |          |           | Total     | Conv. Total |
|--------------------|-----------|-------------|---------|----------|-----------|-----------|-------------|
| Small              | 1         | 3,301       | 0       |          |           | 3,302     | 3,303       |
| Medium             | 62        | 822         | 0       |          |           | 884       | 954         |
| Large              | 0         | 9,705       | 0       |          |           | 9,705     | 9,705       |
| Ex. Large          | 0         | 1,163       | 70      |          |           | 1,233     | 1,204       |
| Ex. Large Sev "C"  | 0         | 0           | 0       |          |           | 0         | 0           |
| Jumbo              | 7,727     | 4,565       | 0       |          |           | 12,292    | 21,016      |
| Colossal           | 770       | 5,168       | 0       |          |           | 5,938     | 6,807       |
| Super Colossal     | 0         | 1,308       | 0       |          |           | 1,308     | 1,308       |
| Gm. Ripe Whole     | 0         | 5           | 0       |          |           | 5         | 5           |
| Total              | 8,560     | 26,037      | 70      |          |           | 34,667    |             |
| Conv. Total        | 18,224    | 26,037      | 41      |          |           |           | 44,302      |
| Prior Year         | 19,904    | 28,570      | 43      |          |           |           | 48,517      |
| Ripe Pitted        | 6 No. 10s | 24 No. 300s | 24 Buff |          |           | Total     | Conv. Total |
| Small              | 10,714    | 895,983     | 9,320   |          |           | 916,017   | 924,208     |
| Medium             | 224,363   | 2,132,665   | 54,592  |          |           | 2,411,620 | 2,642,052   |
| Large              | 51,176    | 3,242,698   | 31,952  |          |           | 3,325,826 | 3,370,216   |
| Ex. Large          | 134,473   | 916,549     | 0       |          |           | 1,051,022 | 1,202,842   |
| Ex. Large Sev "C"  | 0         | 1,451       | 0       |          |           | 1,451     | 1,451       |
| Jumbo              | 90,279    | 658,162     | 0       |          |           | 748,441   | 850,366     |
| Colossal           | 22,107    | 219,585     | 0       |          |           | 241,692   | 266,651     |
| Sup. Colossal      | 96        | 29,971      | 0       |          |           | 30,067    | 30,175      |
| Gm. Ripe Whole     | 0         | 39,199      | 0       |          |           | 39,199    | 39,199      |
| Total              | 533,208   | 8,136,263   | 95,864  |          |           | 8,765,335 |             |
| Conv. Total        | 1,135,200 | 8,136,263   | 55,697  |          |           |           | 9,327,160   |
| Prior Year         | 1,141,253 | 7,929,833   | 55,692  |          |           |           | 9,126,778   |
| Limited            | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5oz | 24 2.25oz | Total     | Conv. Total |
| Segmented          | 32,893    | 0           | 0       | 0        | 7,000     | 39,893    | 87,569      |
| Sliced             | 1,270,243 | 106,917     | 798,237 | 0        | 2,260,516 | 4,435,913 | 4,868,774   |
| Chopped            | 11,546    | 1,402       | 6,374   | 476,402  | 0         | 495,724   | 424,614     |
| Total              | 1,314,682 | 108,319     | 804,611 | 476,402  | 2,267,516 | 4,971,530 |             |
| Conv. Total        | 3,399,843 | 128,388     | 553,834 | 369,212  | 929,682   |           | 5,380,957   |
| Prior Year         | 3,073,176 | 163,803     | 553,443 | 366,572  | 847,269   |           | 5,004,263   |
| Broken Pitt        | 6 No. 10s | 24 No. 300s |         |          |           | Total     | Conv. Total |
| Bkn. Pitt          | 830       | 58,307      |         |          |           | 59,137    | 60,074      |
| Bkn. Pitt Gm. Ripe | 0         | 0           |         |          |           | 0         | 0           |
| Total              | 830       | 58,307      |         |          |           | 59,137    |             |
| Conv. Total        | 1,767     | 58,307      |         |          |           |           | 60,074      |
| Prior Year         | 2,489     | 107,054     |         |          |           |           | 109,543     |
| Converted Total    |           |             |         |          |           |           | 14,812,493  |

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California Agricultural Statistics Service  
P.O. Box 1258  
Sacramento, CA 95812  
Phone: (916) 498-5161  
Fax: (916) 498-5186  
E-mail: [nass-ca@nass.usda.gov](mailto:nass-ca@nass.usda.gov)

## OLIVE SALES FOR 12 MONTHS for MARKET YEAR ENDED JULY 31, 2004

**TOTAL SALES IN CASES: 14,182,493**  
**CONVERTED GROWER TONS: 95,564**



CALIFORNIA OLIVE COMMITTEE  
1903 NORTH FINE #102 FRESNO CA 93727

US CUSTOMS IMPORT DATA (U.S. TONS)  
12 MONTHS ENDING JULY 31, 2004

FOOD SERVICE: containing more than .3 KG  
RETAIL: containing less than .3 KG

| 2003-04 CROP YEAR                       | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | TOTAL         |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>BULK IMPORTS</b>                     |              |              |              |              |              |              |              |              |              |              |              |              |               |
| MEXICO                                  | 1,475        | 85           | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 1,043        | 2,603         |
| SPAIN                                   | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             |
| OTHER                                   | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             |
| <b>CANNED IMPORTS</b>                   |              |              |              |              |              |              |              |              |              |              |              |              |               |
| <b>FOOD SERVICE: WHOLE &amp; PITTED</b> |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 173          | 287          | 312          | 301          | 324          | 227          | 266          | 318          | 233          | 238          | 296          | 251          | 3,227         |
| MOROCCO                                 | 0            | 2            | 10           | 10           | 0            | 0            | 11           | 82           | 0            | 0            | 13           | 15           | 143           |
| OTHER                                   | 28           | 49           | 38           | 106          | 147          | 155          | 114          | 44           | 161          | 74           | 21           | 63           | 999           |
| <b>TOTAL</b>                            | <b>201</b>   | <b>338</b>   | <b>359</b>   | <b>417</b>   | <b>472</b>   | <b>381</b>   | <b>390</b>   | <b>444</b>   | <b>394</b>   | <b>313</b>   | <b>331</b>   | <b>329</b>   | <b>4,369</b>  |
| <b>RETAIL: WHOLE &amp; PITTED</b>       |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 65           | 110          | 155          | 112          | 48           | 8            | 19           | 63           | 63           | 0            | 46           | 49           | 738           |
| MOROCCO                                 | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 10           | 10            |
| OTHER                                   | 29           | 2            | 5            | 0            | 4            | 12           | 10           | 0            | 14           | 111          | 5            | 4            | 196           |
| <b>TOTAL</b>                            | <b>94</b>    | <b>112</b>   | <b>161</b>   | <b>112</b>   | <b>52</b>    | <b>19</b>    | <b>29</b>    | <b>63</b>    | <b>76</b>    | <b>111</b>   | <b>51</b>    | <b>64</b>    | <b>944</b>    |
| <b>SLICED</b>                           |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 1,968        | 1,820        | 2,112        | 1,610        | 1,978        | 1,254        | 1,223        | 1,660        | 1,513        | 1,407        | 1,762        | 1,385        | 19,691        |
| MOROCCO                                 | 852          | 670          | 407          | 370          | 401          | 1,458        | 1,044        | 1,235        | 799          | 1,106        | 1,188        | 1,087        | 10,618        |
| OTHER                                   | 165          | 124          | 210          | 190          | 220          | 347          | 125          | 175          | 145          | 112          | 206          | 322          | 2,340         |
| <b>TOTAL</b>                            | <b>2,985</b> | <b>2,614</b> | <b>2,729</b> | <b>2,171</b> | <b>2,599</b> | <b>3,059</b> | <b>2,391</b> | <b>3,069</b> | <b>2,457</b> | <b>2,625</b> | <b>3,156</b> | <b>2,794</b> | <b>32,649</b> |
| <b>CHOPPED/WEDGED</b>                   |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 79           | 0            | 17           | 3            | 83           | 52           | 31           | 7            | 69           | 91           | 116          | 143          | 693           |
| MOROCCO                                 | 271          | 178          | 89           | 152          | 53           | 199          | 68           | 272          | 177          | 127          | 304          | 269          | 2,160         |
| OTHER                                   | 0            | 1            | 0            | 0            | 0            | 0            | 0            | 0            | 4            | 29           | 4            | 2            | 41            |
| <b>TOTAL</b>                            | <b>351</b>   | <b>179</b>   | <b>106</b>   | <b>155</b>   | <b>136</b>   | <b>251</b>   | <b>99</b>    | <b>280</b>   | <b>250</b>   | <b>246</b>   | <b>424</b>   | <b>415</b>   | <b>2,893</b>  |
| <b>TOTAL CANNED</b>                     | <b>3,631</b> | <b>3,243</b> | <b>3,355</b> | <b>2,855</b> | <b>3,259</b> | <b>3,711</b> | <b>2,910</b> | <b>3,857</b> | <b>3,177</b> | <b>3,295</b> | <b>3,961</b> | <b>3,602</b> | <b>40,855</b> |
| Cumulative Canned:                      |              | 6,874        | 10,229       | 13,085       | 16,343       | 20,054       | 22,964       | 26,820       | 29,997       | 33,292       | 37,253       | 40,855       | 40,855        |
| Cumulative Grower Ton Equivalent*:      | 5,795        | 5,145        | 5,311        | 4,507        | 5,152        | 5,098        | 4,614        | 6,123        | 5,032        | 5,227        | 6,308        | 5,726        | 64,038        |
| 2002-03 CROP YEAR                       | AUG          | SEP          | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | TOTAL         |
| <b>BULK IMPORTS</b>                     |              |              |              |              |              |              |              |              |              |              |              |              |               |
| MEXICO                                  | 6,739        | 1,521        | 109          | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 358          | 8,727         |
| SPAIN                                   | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             |
| OTHER                                   | 0            | 0            | 0            | 1            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 1             |
| <b>CANNED IMPORTS</b>                   |              |              |              |              |              |              |              |              |              |              |              |              |               |
| <b>FOODSERVICE: WHOLE &amp; PITTED</b>  |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 232          | 215          | 297          | 303          | 285          | 307          | 235          | 375          | 270          | 231          | 159          | 184          | 3,093         |
| MOROCCO                                 | 12           | 0            | 2            | 5            | 0            | 0            | 7            | 0            | 11           | 11           | 0            | 0            | 46            |
| OTHER                                   | 37           | 34           | 22           | 39           | 57           | 41           | 21           | 69           | 83           | 74           | 72           | 56           | 604           |
| <b>TOTAL</b>                            | <b>280</b>   | <b>250</b>   | <b>321</b>   | <b>347</b>   | <b>342</b>   | <b>347</b>   | <b>263</b>   | <b>444</b>   | <b>363</b>   | <b>316</b>   | <b>231</b>   | <b>239</b>   | <b>3,744</b>  |
| <b>RETAIL: WHOLE &amp; PITTED</b>       |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 81           | 157          | 142          | 128          | 221          | 78           | 55           | 128          | 91           | 55           | 57           | 65           | 1,258         |
| MOROCCO                                 | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0             |
| OTHER                                   | 1            | 0            | 0            | 1            | 0            | 1            | 34           | 20           | 2            | 6            | 9            | 0            | 75            |
| <b>TOTAL</b>                            | <b>82</b>    | <b>157</b>   | <b>142</b>   | <b>129</b>   | <b>221</b>   | <b>79</b>    | <b>89</b>    | <b>148</b>   | <b>93</b>    | <b>61</b>    | <b>67</b>    | <b>65</b>    | <b>1,333</b>  |
| <b>SLICED</b>                           |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 1,807        | 1,633        | 1,887        | 2,036        | 1,800        | 1,737        | 1,838        | 2,416        | 1,778        | 1,760        | 1,400        | 1,941        | 22,033        |
| MOROCCO                                 | 782          | 243          | 477          | 654          | 620          | 869          | 398          | 1,064        | 813          | 888          | 738          | 501          | 8,050         |
| OTHER                                   | 100          | 82           | 26           | 70           | 87           | 61           | 145          | 146          | 251          | 64           | 165          | 187          | 1,386         |
| <b>TOTAL</b>                            | <b>2,689</b> | <b>1,959</b> | <b>2,390</b> | <b>2,760</b> | <b>2,508</b> | <b>2,668</b> | <b>2,382</b> | <b>3,626</b> | <b>2,841</b> | <b>2,713</b> | <b>2,304</b> | <b>2,629</b> | <b>31,469</b> |
| <b>CHOPPED/WEDGED</b>                   |              |              |              |              |              |              |              |              |              |              |              |              |               |
| SPAIN                                   | 100          | 94           | 169          | 143          | 121          | 94           | 67           | 67           | 182          | 70           | 155          | 90           | 1,351         |
| MOROCCO                                 | 52           | 17           | 42           | 103          | 62           | 41           | 156          | 323          | 197          | 123          | 232          | 206          | 1,554         |
| OTHER                                   | 0            | 0            | 0            | 14           | 6            | 0            | 10           | 2            | 0            | 0            | 0            | 2            | 35            |
| <b>TOTAL</b>                            | <b>152</b>   | <b>112</b>   | <b>211</b>   | <b>260</b>   | <b>189</b>   | <b>135</b>   | <b>233</b>   | <b>393</b>   | <b>379</b>   | <b>193</b>   | <b>387</b>   | <b>297</b>   | <b>2,940</b>  |
| <b>TOTAL CANNED</b>                     | <b>3,203</b> | <b>2,477</b> | <b>3,064</b> | <b>3,497</b> | <b>3,260</b> | <b>3,229</b> | <b>2,967</b> | <b>4,611</b> | <b>3,676</b> | <b>3,282</b> | <b>2,989</b> | <b>3,231</b> | <b>39,486</b> |
| Cumulative Canned:                      |              | 5,680        | 8,744        | 12,241       | 15,501       | 18,730       | 21,697       | 26,308       | 29,984       | 33,266       | 36,255       | 39,486       |               |

\*Grower Ton Equivalent: See reverse side

Grower Ton Equivalent\*:

62,673

EXHIBIT 3

## EXPLANATION OF "GROWER TONS" IMPORT REPORT

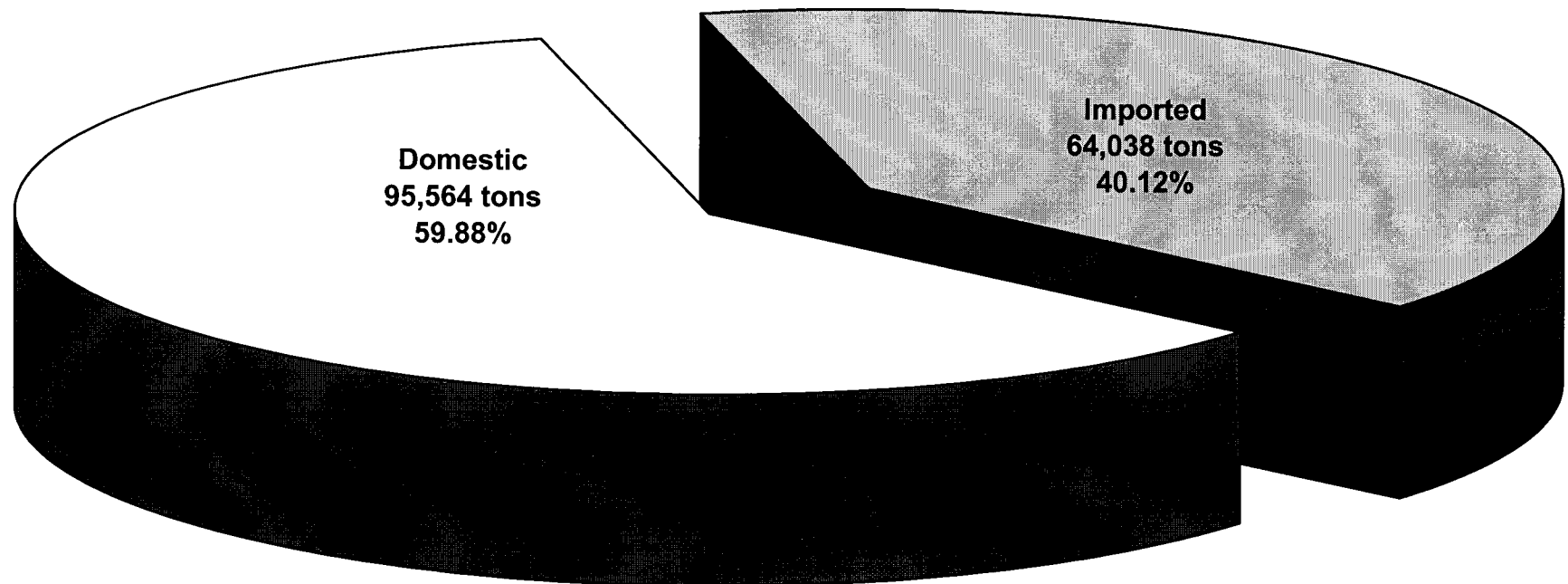
The COC receives reports from U.S. Customs Service of California-style ripe olives received at US ports. Canned olive imports are expressed in kilograms of drained weight, which we then convert to U.S. tons on our monthly report.

We are making conversions in order to relate these "drained weight" tons to tonnage received from a grower in order to produce the canned product.

First, the "drained weight" tons are converted to pounds per case in order to determine the number of cases imported. *[For example, a #10 can of sliced ripe olives contains 55 ounces of drained weight. A case of 6 #10 cans of sliced ripe olives therefore contains 20.625 pounds of product. A #10 can of pitted ripe olives contains 51 ounces of drained weight. A case of 6 #10 cans of pitted ripe olives therefore contains 19.125 pounds of product.]* From this we can calculate the number of cases of each style being imported.

We then take the number of cases of each style imported and convert to a standard 24/300 case basis. Within our own industry, we use 155 cases per ton as an industry standard yield. We therefore can calculate the "grower tonnage" needed to produce the number of cases imported. Please note this is an estimated tonnage.

**U.S. Total Ripe Olive Sales  
Domestic vs. Imported  
Marketing Year 2003-2004 — Grower Fruit tons**



**Total U.S. Ripe Olive Market: 159,602 tons**

EXHIBIT 4

# **U.S. Total Ripe Olive Sales** **% Gain / Loss of Domestic vs Imported** **Crop Years 2000 thru 2003 YTD**

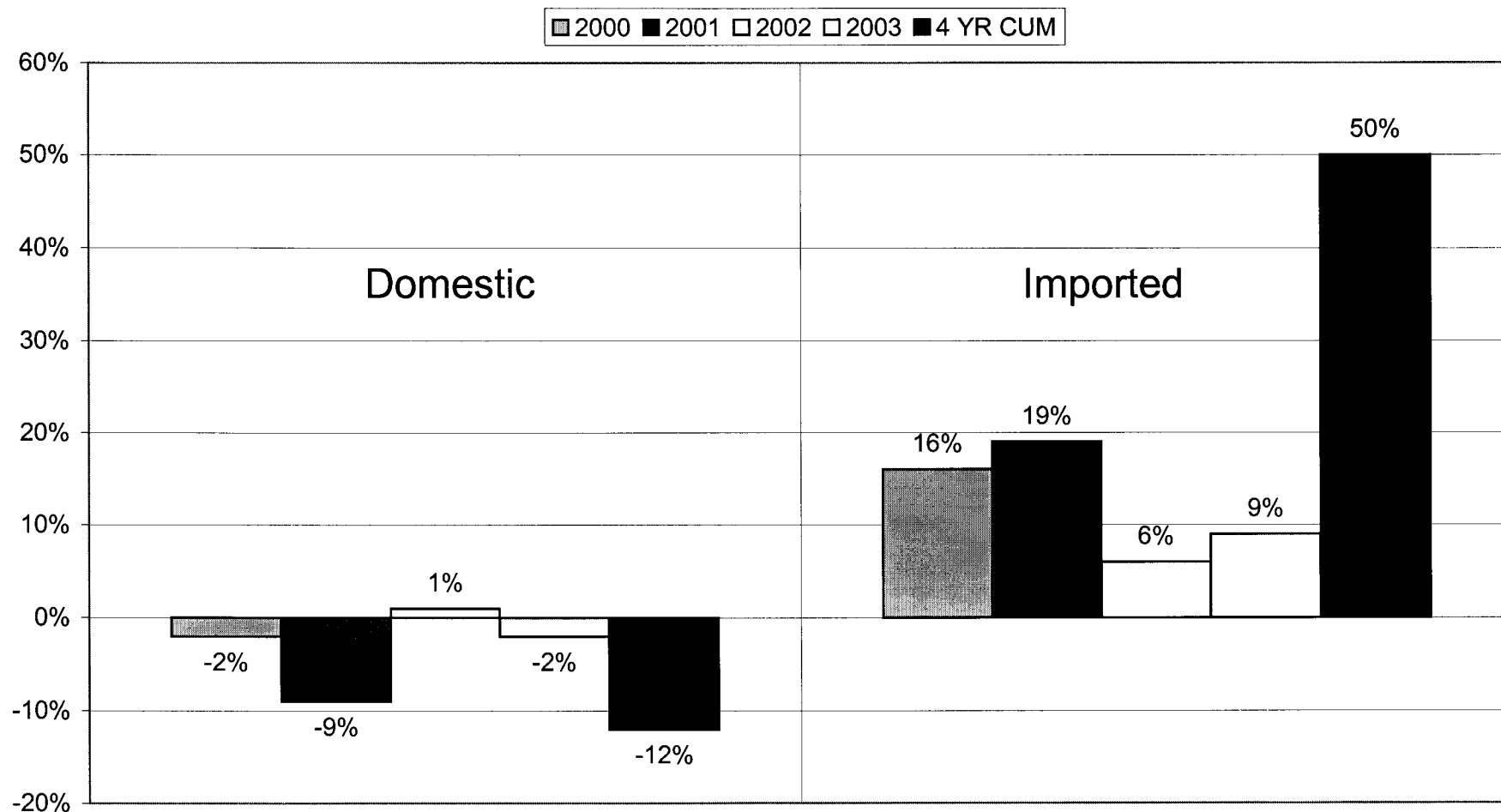
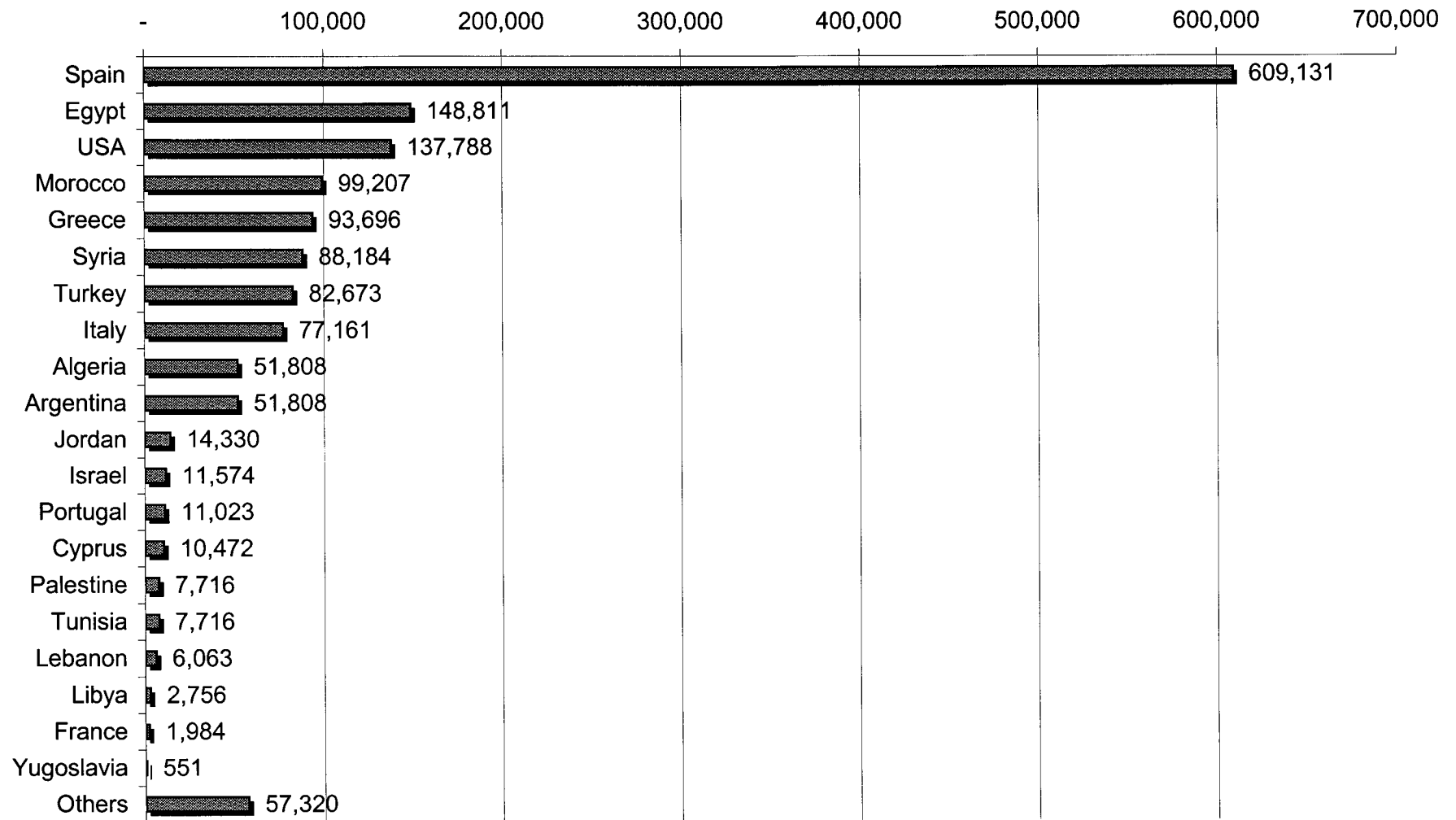


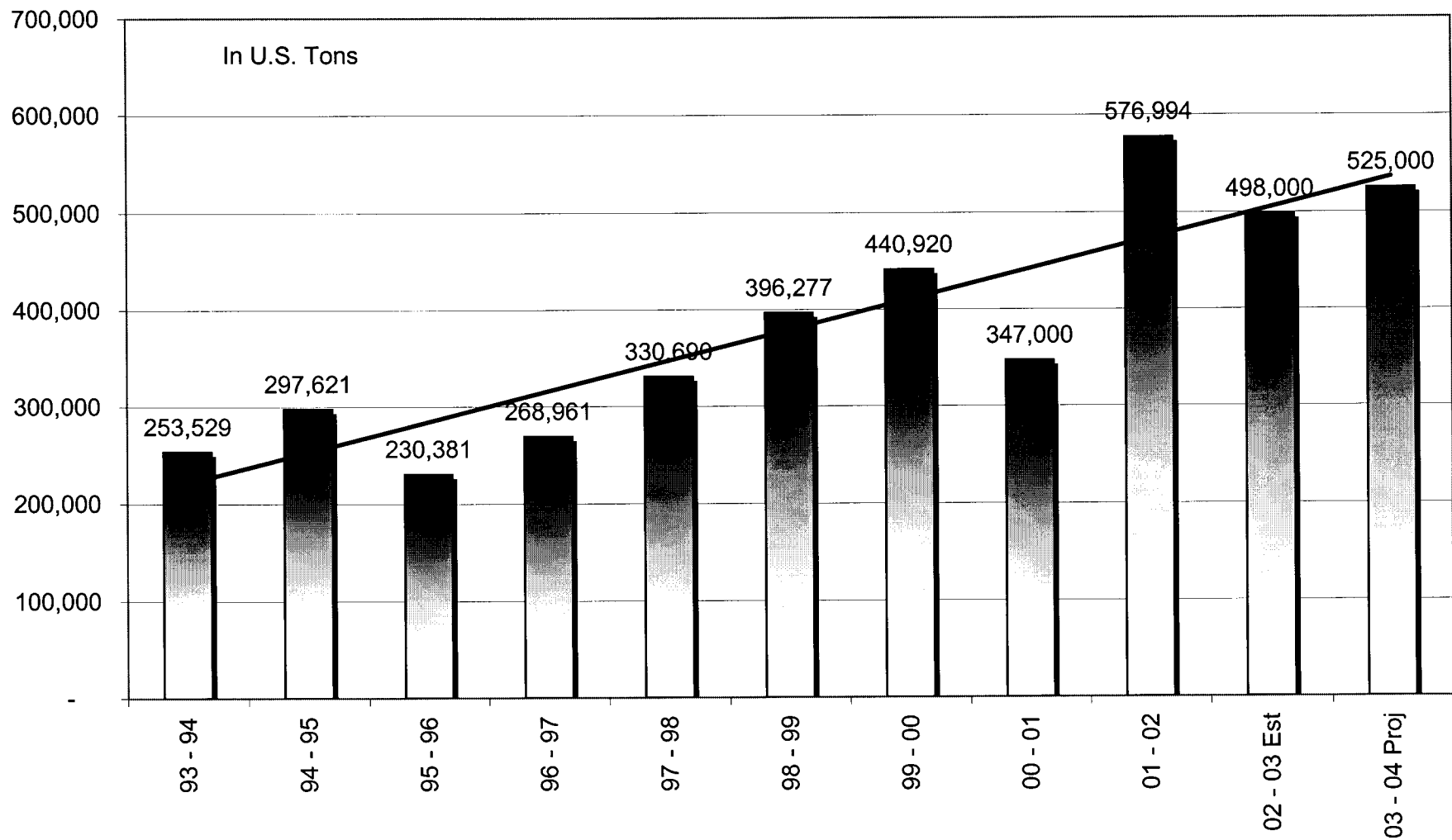
EXHIBIT 5

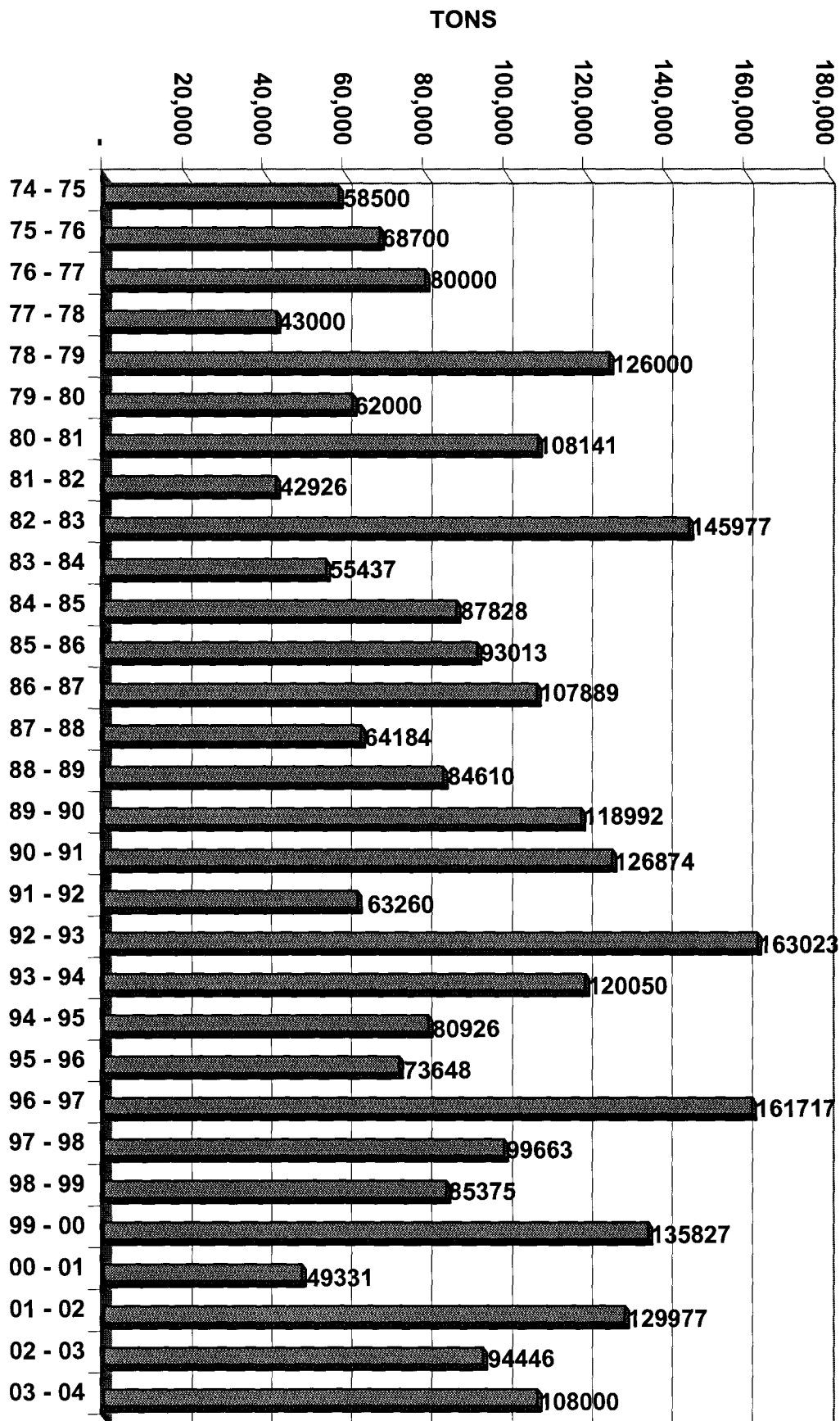
# Table Olive Production by Country

2001-02 — Short Tons



# Spain Table Olive Crop Tonnage





## California Olive Crop

**2003 FINAL OLIVE CROP VALUE COMPUTED FROM PRICES PAID BY  
CALIFORNIA PROCESSORS**

|                | <u>MANZANILLO</u> | <u>TONS</u>  | <u>%</u> | <u>\$ PER TON</u> | <u>\$ VALUE / TON</u> |
|----------------|-------------------|--------------|----------|-------------------|-----------------------|
| <i>CAJUNED</i> | EXTRA LARGE       | 17,340       | 17.9     | \$ 450            | \$ 80.55              |
|                | LARGE             | 28,092       | 29.0     | 500               | 145.00                |
|                | MEDIUM            | 22,916       | 23.7     | 525               | 124.43                |
|                | SMALL             | 14,403       | 14.9     | 375               | 55.88                 |
|                | PETITE            | 6,949        | 7.2      | 300               | 21.60                 |
| <i>LIMITED</i> | SUB-PETITE        | 2,680        | 2.8      | 150               | 4.20                  |
|                | CULLS/UNDERSIZE   | <u>4,363</u> | 4.5      | 10                | <u>.45</u>            |
|                | TOTAL             | 96,743       |          |                   | \$ 432.11             |
|                | <u>SEVILLANO</u>  |              |          |                   |                       |
|                | SUPER COLOSSAL    | 1,689        | 17.0     | \$ 550            | \$ 93.50              |
|                | COLOSSAL          | 3,509        | 35.4     | 525               | 185.85                |
|                | JUMBO             | 2,525        | 25.4     | 500               | 127.00                |
|                | EX LRG "C"        | 820          | 8.3      | 250               | 20.75                 |
|                | EX LRG "L"        | 575          | 5.8      | 150               | 8.70                  |
|                | CULLS/UNDERSIZE   | <u>808</u>   | 8.1      | 10                | <u>.81</u>            |
|                | TOTAL             | 9,926        |          |                   | \$ 436.61             |
|                | <u>OTHER</u>      |              |          |                   |                       |
|                | JUMBO             | 300          | 23.5     | \$ 400            | \$ 94.00              |
|                | EXTRA LARGE       | 212          | 16.6     | 400               | 66.40                 |
|                | LARGE             | 137          | 10.7     | 400               | 42.80                 |
|                | MEDIUM            | 140          | 10.9     | 400               | 43.60                 |
|                | SMALL             | 152          | 11.9     | 400               | 47.60                 |
|                | PETITE            | 196          | 15.3     | 400               | 61.20                 |
|                | SUB-PETITE        | 67           | 5.2      | 150               | 7.80                  |
|                | CULLS/UNDERSIZE   | <u>75</u>    | 5.9      | 10                | <u>.59</u>            |
|                | TOTAL             | 1,279        |          |                   | \$ 363.99             |

**COMPUTED AVERAGE VALUE PER TON OF TABLE OLIVES DELIVERED TO  
CALIFORNIA PROCESSORS FOR 2003 HARVEST SEASON**

| <u>VARIETY</u>  | <u>TONS</u>  | <u>%</u> | <u>\$ VALUE/TON</u> | <u>VALUE</u> |
|-----------------|--------------|----------|---------------------|--------------|
| MANZANILLO      | 96,743       | 89.62    | \$ 432.11           | \$ 387.26    |
| SEVILLANO       | 9,926        | 9.19     | 436.61              | 40.12        |
| OTHER VARIETIES | <u>1,279</u> | 1.19     | 363.99              | <u>4.33</u>  |
| <u>TOTALS</u>   | 107,948      |          |                     | \$ 431.71    |



# CALIFORNIA OLIVE RECEIPTS REPORT

Released: December 2, 2003

| Final Weekly and Cumulative Report |                                   |               |             |               |                 |                  |                 |                   |                  |
|------------------------------------|-----------------------------------|---------------|-------------|---------------|-----------------|------------------|-----------------|-------------------|------------------|
| Size                               | Week Ending 11/22/03 and 11/29/03 |               |             |               | Year-to-Date    |                  |                 |                   |                  |
|                                    | Sevillano                         | Manzanillo    | Other       | Total         | Sevillano       | Manzanillo       | Other           | Total             | Percent of Total |
|                                    | Tons                              |               |             |               | Tons            |                  |                 |                   |                  |
| Small                              | 0.00                              | 55.94         | 0.00        | 55.94         | 0.00            | 14,402.83        | 151.79          | 14,554.62         | 13.48            |
| Medium                             | 0.00                              | 67.55         | 0.00        | 67.55         | 0.00            | 22,916.02        | 140.38          | 23,056.40         | 21.36            |
| Large                              | 0.00                              | 81.52         | 0.09        | 81.61         | 0.00            | 28,091.52        | 136.86          | 28,228.39         | 26.15            |
| Ex. Large                          | 0.00                              | 9.43          | 0.27        | 9.70          | 0.00            | 17,340.49        | 212.14          | 17,552.63         | 16.26            |
| Ex. Large - SEV "C"                | 2.96                              | 0.00          | 0.00        | 2.96          | 820.43          | 0.00             | 0.00            | 820.43            | 0.76             |
| Jumbo                              | 8.54                              | 0.00          | 0.36        | 8.90          | 2,524.97        | 0.56             | 219.21          | 2,744.75          | 2.54             |
| Colossal                           | 13.33                             | 0.00          | 0.13        | 13.46         | 3,508.51        | 0.00             | 75.13           | 3,583.64          | 3.32             |
| Super Colossal                     | 6.31                              | 0.00          | 0.00        | 6.31          | 1,689.31        | 0.00             | 6.06            | 1,695.37          | 1.57             |
| <b>Total Canning</b>               | <b>31.13</b>                      | <b>214.44</b> | <b>0.85</b> | <b>246.41</b> | <b>8,543.22</b> | <b>82,751.43</b> | <b>941.57</b>   | <b>92,236.22</b>  | <b>85.44</b>     |
| Limited                            | 1.69                              | 0.00          | 0.03        | 1.73          | 574.95          | 0.00             | 61.54           | 636.49            | 0.59             |
| Limited/Petite                     | 0.00                              | 16.47         | 0.01        | 16.48         | 0.00            | 6,948.79         | 134.29          | 7,083.08          | 6.56             |
| Limited/Sub-Petite                 | 0.00                              | 10.71         | 0.00        | 10.71         | 0.00            | 2,679.77         | 67.36           | 2,747.13          | 2.54             |
| Undersize                          | 0.53                              | 2.27          | 0.00        | 2.81          | 402.59          | 1,130.31         | 37.85           | 1,570.75          | 1.46             |
| Culls                              | 21.84                             | 171.40        | 0.17        | 193.41        | 405.87          | 3,232.24         | 37.52           | 3,675.64          | 3.40             |
| <b>Total Receipts</b>              | <b>55.20</b>                      | <b>415.29</b> | <b>1.06</b> | <b>471.55</b> | <b>9,926.63</b> | <b>96,742.53</b> | <b>1,280.13</b> | <b>107,949.29</b> | <b>100.00</b>    |

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# **BELL-CARTER OLIVE PACKING COMPANY**

## **2000 Olive Prices**

| <b>MANZANILLO</b> |              |          |             | <b>MISSION</b> |              |          |             |
|-------------------|--------------|----------|-------------|----------------|--------------|----------|-------------|
| Size              | Market Price | 5% Bonus | Total Value | Size           | Market Price | 5% Bonus | Total Value |
| Ex. Large         | \$925        | \$46.25  | \$971.25    | Ex. Large      | \$700        | \$35.00  | \$735.00    |
| Large             | \$925        | \$46.25  | \$971.25    | Large          | \$700        | \$35.00  | \$735.00    |
| Medium            | \$925        | \$46.25  | \$971.25    | Medium         | \$700        | \$35.00  | \$735.00    |
| Small             | \$400        | \$20.00  | \$420.00    | Small          | \$350        | \$17.50  | \$367.50    |
| Petite            | \$400        | \$20.00  | \$420.00    | Petite         | \$350        | \$17.50  | \$367.50    |
| Sub-Petite        | \$150        | \$ 7.50  | \$157.50    | Sub-Petite     | \$150        | \$ 7.50  | \$157.50    |
| Non Canning       | \$10         | \$ .50   | \$10.50     | Non Canning    | \$10         | \$ .50   | \$ 10.50    |
| Culls/ Blacks     | \$10         | \$ .50   | \$10.50     | Culls/ Blacks  | \$10         | \$ .50   | \$ 10.50    |

| <b>SEVILLANO</b> |              |          |             |
|------------------|--------------|----------|-------------|
| Size             | Market Price | 5% Bonus | Total Value |
| Super Colossal   | \$725        | \$36.25  | \$761.25    |
| Colossal         | \$725        | \$36.25  | \$761.25    |
| Jumbo            | \$750        | \$37.50  | \$787.50    |
| Ex Large C       | \$275        | \$13.75  | \$288.75    |
| Ex Large L       | \$275        | \$13.75  | \$288.75    |
| Large            | \$100        | \$ 5.00  | \$105.00    |
| Non-Canning      | \$10         | \$ .50   | \$ 10.50    |
| Culls/ Blacks    | \$10         | \$ .50   | \$ 10.50    |

# **BELL-CARTER OLIVE PACKING COMPANY**

## **2002 Olive Prices**

| <b>MANZANILLO</b> |              |          |             | <b>MISSION</b> |              |          |             |
|-------------------|--------------|----------|-------------|----------------|--------------|----------|-------------|
| Size              | Market Price | 5% Bonus | Total Value | Size           | Market Price | 5% Bonus | Total Value |
| Ex. Large         | \$750        | \$37.50  | \$787.50    | Ex. Large      | \$480        | \$24.00  | \$504.00    |
| Large             | \$775        | \$38.75  | \$813.75    | Large          | \$480        | \$24.00  | \$504.00    |
| Medium            | \$800        | \$40.00  | \$840.00    | Medium         | \$480        | \$24.00  | \$504.00    |
| Small             | \$500        | \$25.00  | \$525.00    | Small          | \$480        | \$24.00  | \$504.00    |
| Petite            | \$350        | \$17.50  | \$367.50    | Petite         | \$480        | \$24.00  | \$504.00    |
| Sub-Petite        | \$150        | \$7.50   | \$157.50    | Sub-Petite     | \$150        | \$7.50   | \$157.50    |
| Non Canning       | \$10         | \$ .50   | \$10.50     | Non Canning    | \$10         | \$ .50   | \$ 10.50    |
| Culls/ Blacks     | \$10         | \$ .50   | \$10.50     | Culls/ Blacks  | \$10         | \$ .50   | \$ 10.50    |

| <b>SEVILLANO</b> |              |          |             |
|------------------|--------------|----------|-------------|
| Size             | Market Price | 5% Bonus | Total Value |
| Super Colossal   | \$675        | \$33.75  | \$708.75    |
| Colossal         | \$650        | \$32.50  | \$682.50    |
| Jumbo            | \$625        | \$31.25  | \$656.25    |
| Ex Large C       | \$275        | \$13.75  | \$288.75    |
| Ex Large L       | \$275        | \$13.75  | \$288.75    |
| Large            | \$100        | \$5.00   | \$105.00    |
| Non-Canning      | \$10         | \$ .50   | \$ 10.50    |
| Culls/ Blacks    | \$10         | \$ .50   | \$ 10.50    |

### **Cull Deduction**

**0% - 7.00% Culls = no deduction**

**7.01% - 10.00% Culls = \$75/ton deduction on market price**

**10.01% and above Culls = \$150/ton deduction on market price**

FILE

# **BELL-CARTER OLIVE PACKING COMPANY**

## **2003 Olive Prices**

| <b>MANZANILLO</b> |              |          |             | <b>MISSION</b> |              |          |             |
|-------------------|--------------|----------|-------------|----------------|--------------|----------|-------------|
| Size              | Market Price | 5% Bonus | Total Value | Size           | Market Price | 5% Bonus | Total Value |
| Ex. Large         | \$428.57     | \$21.43  | \$450       | Ex. Large      | \$380.95     | \$19.05  | \$400       |
| Large             | \$476.19     | \$23.81  | \$500       | Large          | \$380.95     | \$19.05  | \$400       |
| Medium            | \$500.00     | \$25.00  | \$525       | Medium         | \$380.95     | \$19.05  | \$400       |
| Small             | \$357.14     | \$17.86  | \$375       | Small          | \$380.95     | \$19.05  | \$400       |
| Petite            | \$285.71     | \$14.29  | \$300       | Petite         | \$380.95     | \$19.05  | \$400       |
| Sub-Petite        | \$142.86     | \$7.14   | \$150       | Sub-Petite     | \$142.86     | \$7.14   | \$150       |
| Non Canning       | \$9.52       | \$ .48   | \$10        | Non Canning    | \$9.52       | \$ .48   | \$10        |
| Culls/ Blacks     | \$9.52       | \$ .48   | \$10        | Culls/ Blacks  | \$9.52       | \$ .48   | \$10        |

| <b>SEVILLANO</b> |              |          |             |
|------------------|--------------|----------|-------------|
| Size             | Market Price | 5% Bonus | Total Value |
| Super Colossal   | \$523.81     | \$26.19  | \$550       |
| Colossal         | \$500.00     | \$25.00  | \$525       |
| Jumbo            | \$476.19     | \$23.81  | \$500       |
| Ex Large C       | \$238.00     | \$12.00  | \$250       |
| Ex Large L       | \$142.86     | \$ 7.14  | \$150       |
| Large            | \$47.62      | \$ 2.38  | \$50        |
| Non-Canning      | \$9.52       | \$ .48   | \$10        |
| Culls/ Blacks    | \$9.52       | \$ .48   | \$10        |

### **Cull Deduction**

0% - 7.00% Culls = no deduction  
 7.01% - 10.00% Culls = \$75/ton deduction on market price  
 10.01% and above Culls = \$150/ton deduction on market price







